



LOS ANGELES NEW CAR DEALERS ASSOCIATION

E-NEWSLETTER • ISSUE #1 • 2013

Greater Los Angeles New Car Dealers Association selects Bob Smith as its Executive Director effective December 1, 2012.



"I am excited and honored to be selected to this position. The Greater Los Angeles New Car Dealers Association has a rich and storied tradition, and I am looking forward to working together closely with a Board of Directors that is comprised of some of the finest Automobile Dealer Principals, and businessmen in Southern California" said Smith, 48. "I am committed to working hard to continue serving the membership base, and sustain and find new ways to continue the philanthropic efforts of the association. We will continue to serve as advocates for the membership base in regard to all legislative activity that affects the automobile industry, on a local, state, and national level."

Smith comes from a background in the automobile business where he served as Chief Operating Officer at Sierra Leasing Company in Glendale, CA, since 1993. During that time Smith worked closely with New Car Dealers throughout California. "The New Car Dealers in Southern California continue to play a major role in job creation, tax revenue, and community service and outreach. It is important that the association continues to support the New Car Dealers in all of these efforts, while navigating through the challenges that they face along the way", said Smith.

Sincerely,

David Ellis

President



DEALER DAY 2013



HYATT REGENCY SACRAMENTO

1209 L Street • Sacramento CA 95814 • (916) 443-1234

Registration is now open! You can download the registration form at:

www.glanca.com/events

SCHEDULE OF EVENTS

Wednesday, March 13, 2013

- 9:00 am – 12:00 noon Registration
- 12:00 noon – 2:00 pm Lunch • Meeting of the Members
Speakers Forum • Issues Briefing
- 2:30 pm – 5:00 pm Legislative Appointments
- 5:00 pm – 8:00 pm Legislative Cocktail Reception

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Los Angeles County High School Seniors Compete To Enter National Auto Tech Competition In New York City!



Over Ten Thousand Dollars in Prizes Donated by SNAP ON, Ford ASSET, Longo Toyota/Lexus/Scion and the Greater Los Angeles New Car Dealers and Southland Motor Car Dealers Associations

Los Angeles, California – December 17, 2012. Eleven two-student teams representing Agoura HS, Artesia HS, California HS, Canyon HS, Mark Keppel HS, Narbonne HS, Palmdale HS, Sonora HS, Southeast ROP, Van Nuys HS, Whittier HS participated in a skills and hands-on automotive technology competition on **Saturday, December 15, 2012 at Cerritos College Automotive Department.**

The eleven two-student teams were divided into two groups – Los Angeles, sponsored by the Greater Los Angeles New Car Dealers Association (GLANCD A) and Long Beach, sponsored by Southland Motor Car Dealers Association (SMCDA).

The first place team from GLANCD A was Canyon High School (Instructor Pete Ciccone, and team members Joseph Gezahegn and Ryan Gregory). The first place team from SMCDA was Sonora High School (Instructor David Endo, and team members Michael Skaggs and Steve Avola). These teams will be sponsored in full by their respective auto dealer association to attend the National Auto Tech Competition in New York City during the New York International Auto Show, April 2–3, 2013. The competition, the auto industry’s largest school-to-work initiative, pits the nation’s best HS automotive vocational education students against one another for the title of **‘America’s Top Technician Team’.**

Finalists from each group:

Participants:

LA County HS	Auto Tech Instructor	Student Team	Association Representing
Agoura HS	John Andersen	Mikayla O'Donnell – Tyler Smith	GLANCD A
Canyon HS	Pete Ciccone	Joseph Gezahegn – Ryan Gregory	GLANCD A
Mark Keppel HS	Jim Horton	Melissa Huang – Edgar Mena	GLANCD A
Palmdale HS	Tim Green	Gregorio Campos – Eric Navarro	GLANCD A
Van Nuys HS	Joe Agruso	Daniel Dimal – Jonathan Salazar	GLANCD A
Artesia HS	Marty Supple	Maelianne Washington – Jose Luna	SMCDA
California HS	Bill Buttinelli	Victor Sahagun – Chris Hoover	SMCDA
Narbonne HS	David Rivera	Andres Sanchez – Dayanne Gamez	SMCDA
Sonora HS	David Endo	Michael Skaggs – Steve Avola	SMCDA
Southeast ROP	Marty Supple	Efhdharvie Amores – Anthony Martinez	SMCDA
Whittier HS	Abel Ponce	Brenda Jauregui – Solomon Lopez	SMCDA

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GLANCD Board of Directors

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Vice President

PETER SMITH
Treasurer

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Immediate Past President

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Los Angeles, CA 90015
(O) 213-748-0240
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www.glanca.org

Seniors Compete To Enter National Auto Tech Competition – continued from page 2

Local Industry Gift Sponsors:

SNAP ON • LONGO TOYOTA LEXUS SCION • FORD ASSET

Local Industry Station Judge Volunteers:

Richard Nicholson, *Office of Education & Technical Studies*

Marvin Linville, *CA AYES/NATEF*

Gustavo Ramirez, Robert Rakusan, John Kluver of *BMW Technical Training Center, Ontario CA*

Rick Cuesta, Dennis Erickson, Feviu Villarreal of *LAcarguy, Family of Dealers*

Bob Jersey, Mariano Rubio, Billy Stuart of *Penske's Longo Toyota Scion Lexus*

Joe and Lisa Bahna of *Ford ASSET*

Jody DeVere, *AskPatty.Com*

Allan Leader—*Northwood University*

Training the Technicians of the Future:

Los Angeles County is one of the largest retail automotive markets in the world with about 500,000 new vehicles sold each year. This high-volume of vehicle sales and the advancement of automotive technology creates a demand for dealers to hire highly trained personnel. This competition promotes the industry need and availability of quality jobs for future technicians.

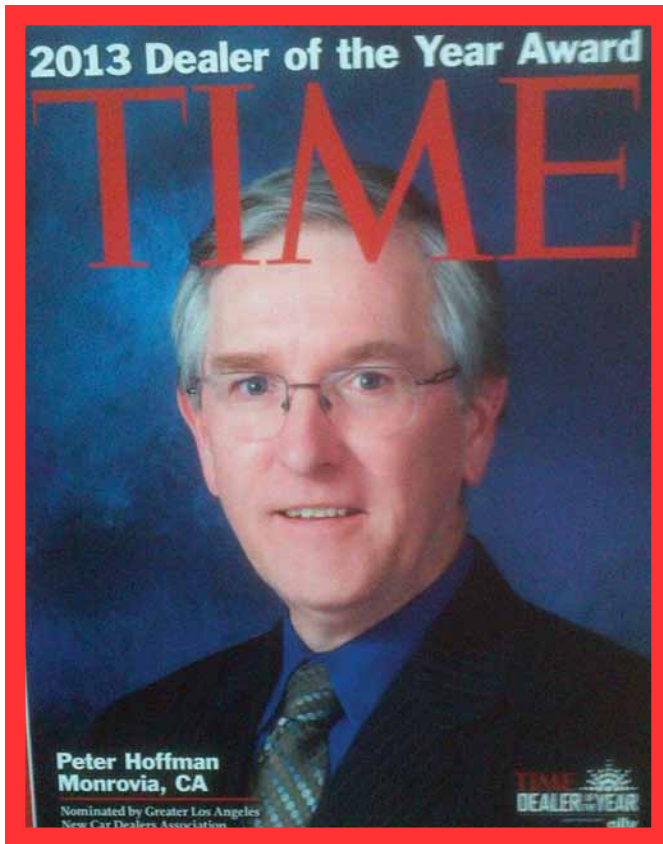
Greater Los Angeles New Car Dealers Association provides valuable educational and philanthropic benefits to the Los Angeles Community. The Association believes that involvement with local charitable organizations makes a positive difference for everyone involved.



GLANCA and John Hawkins give \$20,000.00 gift to Claremont Graduate University

John Hawkins has served for several years on the volunteer Mormon Studies Council at Claremont Graduate University. The Council works closely with the Claremont Graduate University's Department of Religion to enlarge opportunities for pursuing the academic study of the religious traditions. The study of Mormonism is meant to take its place alongside the scholarly study of many religious traditions in relation to one another.

The \$20,000.00 gift from GLANCA will go to support graduate student fellowships for students pursuing Masters degrees and PhDs in Mormon Studies at Claremont Graduate University.



Peter Hoffman, president of Sierra Autocars, Inc. in Monrovia, and a board member of the Greater Los Angeles New Car Dealers Association, was recently recognized as a 2013 Time Dealer of the Year Award Nominee, one of the top awards within the automobile industry.

Hoffman is one of 57 dealers across the nation to achieve this honorable distinction that took place at the 96th annual National Automobile Dealers Association Convention & Exposition in Orlando, Florida, on Feb. 9, 2013.

Ally Financial, one of the award's sponsors with Time Inc. News and Sports, will contribute \$1,000 to each nominee's charity of choice and be recognized on its website, AllyDealerHeroes.com.

Hoffman joined the family business started by his father, Lathrop, after successful careers as an engineer and as a lawyer.

When Hoffman was a partner in his law firm, his father was establishing a succession plan for the dealerships and asked Hoffman to take the lead. "I didn't really know much about the business, but felt a little frustrated with law, where you were always giving others

advice but not really living with the consequences," he said of his decision to take over Sierra Autocars 23 years ago. "I welcomed the chance to work with my father, which has been very rewarding."

In addition to running a successful family of dealerships, Hoffman is proud of the contribution his company makes to the community.

Sierra Autocars aids the local library, schools and hospitals, YMCA, Boys & Girls Club, several service organizations, the Foothill Unity Center (a food bank), Little League, soccer teams, the police and fire departments, Boy Scouts and more. He has also served as a trustee for La Salle High School, AYES (Automotive Youth Education Systems) coordinator for Monrovia High School, director of Santa Anita Family Service, long-time member of the Kiwanis Club of Monrovia and was named 2004 Humanitarian of the Year by Foothill Unity Center, which helps neighbors in crisis.

"It is most meaningful to us that that Sierra and the Hoffman family are an important part of the community we serve and that our communities are stronger for us being here," Hoffman concluded. He and his wife, Toni, have two children.

Join The Greater Los Angeles New Car Dealers Association (GLANCD A) Today!

Get Industry News
Policy Updates
Support Your Industry

Sign up at www.glanconda.org or call Bob Smith at 213-748-0240



CNCDA DEALER DAY 2013

Greater LOS ANGELES NEW CAR DEALERS ASSOCIATION

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REGISTRATION INFORMATION

NAME: _____ SPOUSE/GUEST: _____
NAME: _____ SPOUSE/GUEST: _____
DEALERSHIP/COMPANY: _____
ADDRESS: _____
CITY: _____ STATE: _____ ZIP: _____
PHONE: _____ FAX: _____
E-MAIL FOR CONFIRMATION: _____

PAYMENT INFORMATION

The registration is free to GLANCD A members. The fee is \$99 for dealers in Los Angeles County who are not GLANCD A members. **Contact Bob Smith (bob@glancda.org) to confirm membership status.**

Non Member Registration / Dealer Registration: _____ x \$99 = \$_____ Member Registration: = No Charge

Check payable to GLANCD A or Charge my credit card: Visa Mastercard American Express

CARD NUMBER: _____ EXPIRES: _____ 3-4 DIGIT CID#: _____

NAME AS IT APPEARS ON CARD: _____ SIGNATURE: _____

FOR CANCELLATIONS, NO REFUNDS AFTER MARCH 6th, 2013

HOTEL INFORMATION

\$190 per night plus taxes and additional hotel charges.

The hotel reservation deadline is Friday, February 15th; please call the Hyatt Regency Sacramento directly to reserve your room.

Please complete this form and return with payment to:

Greater Los Angeles New Car Dealers Association
714 West Olympic Boulevard, Suite 601 • Los Angeles, CA 90015
Contact Us: Phone (213) 748-0240 • Fax (213) 748-0245

HYATT REGENCY SACRAMENTO

1209 L Street • Sacramento CA
95814 • (916) 443-1234



Congratulations to GLANCDA Members Who Received Edmunds Five Star Premier Dealer Award

Edmunds.com, the premier resource for car shopping and automotive information, presented its inaugural Edmunds.com Five Star Premier Dealer Awards today at the National Automobile Dealers Association (NADA) Convention and Expo in Orlando, Fla. The awards were issued to 95 car dealerships from across the country.

“Edmunds.com believes that customer service should be the number one priority for any dealership that wants to be successful,” says Edmunds.com President Seth Berkowitz. “These 95 dealerships present a model for customer satisfaction, and we congratulate each one of them for creating an exceptional car buying experience.”

Only participants in Edmunds.com’s Premier Dealer program were considered for the 2013 Five Star Premier Dealer Awards. To be eligible for the award, the dealership must have earned an average customer review rating of five stars on Edmunds.com — with a minimum of 20 reviews during the previous two years — as of January 17, 2013.

Thirty-three U.S. metropolitan markets are represented by the Five Star Premier Dealer Award winners. The Los Angeles market is home to the most award winners (15 dealerships), followed by the Boston and New York City markets with 10 apiece.

Following is a list of winning Los Angeles area dealerships (GLANCDA members)

Volkswagen of Downtown LA

Cabe Toyota Scion Long Beach

Carson Toyota Scion

Norm Reeves Honda Superstore Cerritos Auto Square

Galpin Honda

Scott Robinson Honda

